

DTFH68-03-C-00013
10000000 K7

SMALL BUSINESS SUBCONTRACTING PLAN

PROJECT: AZ HPP 93(1) – Hoover Dam Bypass – Arizona Approach, Schedule A

Contractor:

**R.E. Monks Construction Company LLC / Vastco Inc, a joint venture
P.O. Box 17959
16646 E. Laser Drive
Fountain Hills, Arizona 85269**

The following, together with any attachments is hereby submitted as a Subcontracting Plan to satisfy the applicable requirements of Public Law 95-507.

1.
 - a. The following goals will be applicable to any contract awarded as a result of this solicitation.

	Dollars	% of (1)
(1) Total dollars planned to be subcontracted	<u>\$ 6,350,500.00</u>	
(2) Total dollars planned to be subcontracted to Small Business Concerns (SB)	<u>\$ 2,142,000.00</u>	<u>33.7%</u>
(3) Total dollars planned to be subcontracted to Small Disadvantaged Business Concerns (SDB)	<u>\$ 1,183,000.00</u>	<u>18.6%</u>
(4) Total dollars planned to be subcontracted to Women Owned Small Business (WBE)	<u>\$ 63,505.00</u>	<u>1.0%</u>
(5) Total dollars planned to be subcontracted to HUBZone Small Business Concerns (HUB)	<u>\$ 400,000.00</u>	<u>6.3%</u>
(6) Total dollars planned to be subcontracted to Veteran-owned/Service Disabled Veteran-owned small business concerns (VET)/(SDVET)	<u>\$ 63,505.00</u>	<u>1.0%</u>

- b. For the purposes of this plan, SB, SDB, WBE, HUB, VET, and SDVET business concerns will be collectively referred to as "Plan Qualified Businesses" (PQB's).
 - c. For the purposes of this project, the work to be subcontracted is divided into two categories (1) Normal Risk Work, and (2) High Risk Work. These categories are further defined as follows:
 - i. Normal Risk Work – All construction services and products that do not require an unusual amount of expertise, experience, or highly specialized equipment.
 - ii. High Risk Work – Work that if not performed properly carries an extremely high consequence with regard to property damage, personal injury, public inconvenience, excessive rework, or substantial delay to

the project schedule. High Risk Work for this project is identified as follows:

1. Prestressed Concrete Girder – Manufacture and Delivery
2. Prestressed Concrete Girder – Hoisting and Placement
3. Drilling and Blasting
4. Rock Stabilization and Scaling
5. Surveying
6. Quality Control

d. Our evaluation criterion for high risk work includes a comprehensive review of the subcontractors experience, our past experience with the subcontractor, interviews, and bonding capability. Factors such as business certifications and bid price are evaluated, but these factors do not weigh as heavily in our selection process as they do with normal risk work.

e. Principal types of work to be subcontracted.

Type of Work	Proposed Subcontractor	Risk	Concern	Estimated Cost
Survey	"Allowance"	H		\$ 250,000.00
Quality Control	MRM Construction Services LLC	H	HUB	\$ 400,000.00
Paving	"Allowance"	N		\$ 273,000.00
Fencing	L.S. Fence	N	*SB	\$ 340,000.00
Guardrail	Gonzales Guardrail	N	*SB	\$ 102,000.00
Reinforcing Steel	Paradise Rebar	N	*SDB	\$ 910,000.00
Bridge Painting	Serrano Painting	N	*SDB	\$ 211,000.00
Rock Staining	Native Resources	N		\$ 244,000.00
Blasting	Western States	H	*SB	\$ 1,700,000.00
Girder Manufacture	"Allowance"	H		\$ 1,200,000.00
Girder Placement	"Allowance"	H		\$ 200,000.00
Rock Stabilization	Hark Drilling	H		\$ 60,000.00
Concrete Barrier	"Allowance"	N		\$ 225,000.00
Settlement Instr.	Colorado Engineering	N	*SDB	\$ 62,000.00
Roadway Signage	United Rentals	N		\$ 13,500.00
Traffic Control	"Allowance"	N		\$ 160,000.00
Total Estimated Cost of Subcontracts				\$ 6,350,500.00

* These subcontractors will file size status declaration with their subcontract if qualified.

f. The above costs may include indirect costs.

g. The following method was used in developing subcontract goals :

Utilizing the Pro-Net database and the ADOT DBE List, potential subcontractors were solicited by telephone or facsimile prior to the bid. Responsive quotes were analyzed based on factors such as Bid Amount, Risk of Work, References, and Work Experience. Subcontractors were selected by the Estimating and Management staff based on a subjective best price to risk basis.

Following our successful bid, we researched the PQB status of each selected subcontractor. We also researched the potential for certification of selected subcontractors. The dollar value of selected or potential PQB's was then calculated and entered into the plan goals.

Some items of work will be subcontracted, but the value in the estimate was calculated and entered as an "allowance" in our bid. Selection of a subcontractor will occur at some time prior to the work being scheduled for the project. For these items, we reviewed the list of Pro-Net subcontractors and subjectively included a portion of those dollars in our goals, based on the number and qualifications of potential PQB subcontractors. Inclusion of these dollars in our goals does not represent an absolute commitment to PQB participation, but PQB status will weigh into our decision if all other factors are reasonably equal.

2. The following individual will administer the subcontracting program and will be referred to herein as "Subcontracting Officer":

Ronald W. "Bill" Kelton
Chief Estimator / Officer
16646 E. Laser Drive
Fountain Hills, AZ 85268

Telephone: 480-837-3684 Facsimile: 480-837-7373 Mobile 602-810-8748
Email: bill.kelton@remonks.com

The Subcontracting Officer may designate persons to act on his or her behalf and in the best interest of this plan. Such persons will be considered "Assistant Subcontracting Officers" and will be designated in writing by the Subcontracting Officer. Appointment of assistants shall in no way relieve the Subcontracting Officer of any responsibilities or duties as defined herein.

The Subcontracting Officer's specific duties, as they relate to the firm's subcontracting program, are as follows:

- a. Draft a project specific, "Master," subcontract agreement.
- b. Review subcontracts before they are issued to subcontractors.
- c. Monitor and Document method of solicitation and subcontract evaluation.
- d. Negotiate subcontract language as necessary with individual subcontractors.
- e. Final Signature on subcontract agreements.
- f. Oversee preparation and submittal of all subcontract reporting.
- g. Develop and publish a "Purchasing Guideline" booklet for this project that outlines the intent of this plan and provides blank forms and documents required for recordkeeping.
- h. Obtain and Publish PQB listings for use by all purchasing agents of the company.
- i. Update all published lists as needed.

The Subcontracting Officer's general overall responsibility for review, monitoring, and execution of the plan, including but not limited to:

- a. Obtaining SB, SDB, WBE, HUB, and VET/SDVET (PQB) small business lists from all possible sources.

- b. Assuring inclusion of SB, SDB, WBE, HUB and VET/SDVET (PQB) firms in all solicitations where applicable.
 - c. Attending or arranging for attendance at Business Opportunity Workshops, Minority Business Enterprise Seminars, Trade Fairs, etc.
 - d. Conducting or arranging for the conduct of motivational training for purchasing personnel pursuant to the intent of Public Law 95-507.
 - e. Monitoring attainment of proposed goals, reviewing and evaluating deviations from the goals.
 - f. Reviewing solicitations to delete statements, clauses, and other provisions which may tend to prohibit PQB participation.
 - g. Evaluate business concerns that may qualify and assist those concerns in attaining certification in the appropriate category.
3. The following efforts will be taken to assure that PQB small business concerns will have an equitable opportunity to compete for subcontracts:
- a. Outreach efforts will be made as follows:
 - i. Contacts with minority and small business trade associations.
 - ii. Contacts with business development organizations.
 - iii. Attendance at small and minority business procurement conferences and trade fairs.
 - iv. Sources will be requested from State Highway Department source lists and/or SBA's Pro-net system at www.sba.gov
 - b. The following internal efforts will be made to guide and encourage buyers:
 - i. Workshops, seminars, and training programs will be conducted.
 - ii. Activities will be monitored to evaluate compliance with this subcontracting plan.
 - c. SB, SDB, WBE, HUB, and VET/SDVET (PQB) small business concern source lists, guides, and other data identifying PQB small business concerns will be maintained and utilized by buyers in soliciting subcontracts.
4. Clause 52.219-8 "Utilization of Small Business Concerns" will be included in text or by reference in all subcontracts issued for this project. Subcontractors that are certified small business concerns will be exempted from the requirements of this clause. All subcontractors will be urged to comply with this clause and those Subcontractors who receive subcontracts in excess of \$1,000,000, will be required to adopt and comply with a subcontracting plan similar to this one. Such plans will be reviewed by comparing them with the provisions of Public Law 95-507, and assuring that all minimum requirements of an acceptable subcontracting plan shall be determined on a case-by-case basis depending on supplies/services involved, the availability of potential small and disadvantaged subcontractors, and prior experience. Once approved and implemented, plans will be monitored through the submission of periodic reports, and/or, as time and availability of funds permit, periodic visits to the subcontractor facilities or reviews of applicable records and subcontracting program process.
5. Prime Contractor agrees, and applicable subcontractors will be required to agree to cooperate in any studies or surveys as may be required by the contracting agency or Small Business Administration in order to determine the extent of compliance by the

contractor or subcontractor with the subcontracting plan. Additionally, applicable parties agree to assure that their subcontractors agree to submit Standard Forms 294 and 295.

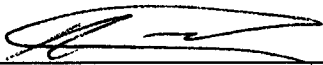
6. Prime Contractor agrees, and applicable subcontractors will be required to agree to maintain at least the following types of records to document compliance with this subcontracting plan:

- a. SB, SDB, WBE, HUB and VET/SDVET (PQB) small business source lists, guides and other data identifying certified vendors and subcontractors.
- b. Organizations contacted for SD, SDB, WBE, HUB and VET/SDVET (PQB) small business sources.
- c. On a contract-by-contract basis, records of all subcontract solicitations over \$100,000, indicating on each solicitation whether PQB's were solicited, and if not, why not. Each record shall also list the reasons for the failure of solicited PQBs to receive the subcontract award.
- d. Records to support other outreach efforts: contacts with Minority and Small Business Trade Associations, Business Development Organizations, and attendance at small and minority business procurement conferences and trade fairs.
- e. Records to support internal activities to guide and encourage buyers: workshops, seminars, training programs, and monitoring activities to evaluate compliance.
- f. On a contract-by-contract basis, records to support award data submitted to the Government to include name and address of subcontractor.

7. Prime Contractors agrees, and applicable subcontractors will be required to agree to:

- a. Assist PQB small business concerns by arranging solicitations, time for preparation of bids, quantities, specifications, and delivery schedules so as to facilitate the participation by such concerns. Where the lists of potential small business subcontractors are long, reasonable effort shall be made to give all such concerns an opportunity to compete over a period of time.
- b. Provide adequate and timely consideration of the potentialities of PQB small business concerns in all "make or buy" decisions.
- c. Counsel and discuss subcontracting opportunities with representatives of PQB small business firms.

Plan Prepared by: _____


Subcontracting Officer

Date: 12/23/2002

TYPED NAME:

Ronald W. Kelton


TITLE:

Chief Estimator / Officer

FIRM:

R. E. Monks Constuction Company LLC / Vastco, Inc., a joint venture

Plan Accepted by: _____


FHWA - CFLHD Contracting Officer

Date: 1/3/03